

BUILDING INDUSTRY STRONG DESPITE SEASONAL DECLINE AND CAR SHORTAGE

GREATEST SEASON IN CONSTRUCTION DRAWS NEAR END

All Industry Helped by Tremendous Building Payroll.

PRICES GO HIGHER

Wages Advance and Interest Rates Continue to Rule Firm.

In a survey of the general building situation throughout the United States S. W. Straus & Co. say: "A wholesome tone pervades the building industry as the end of the most successful season of its history approaches. An unabated consistency of progress has been sustained during the past ten months, and achievements, attained in spite of many obstacles and retarding influences, have not been surpassed by any other department of commercial or industrial activity in the country. It is a fact worthy of note that building activities exert a stimulating influence on nearly every line of business, and it reasonably may be assumed that the improvement which now pervades the general situation is, to a great extent, the natural outgrowth of the prodigious accomplishments of the building and construction industries during the year.

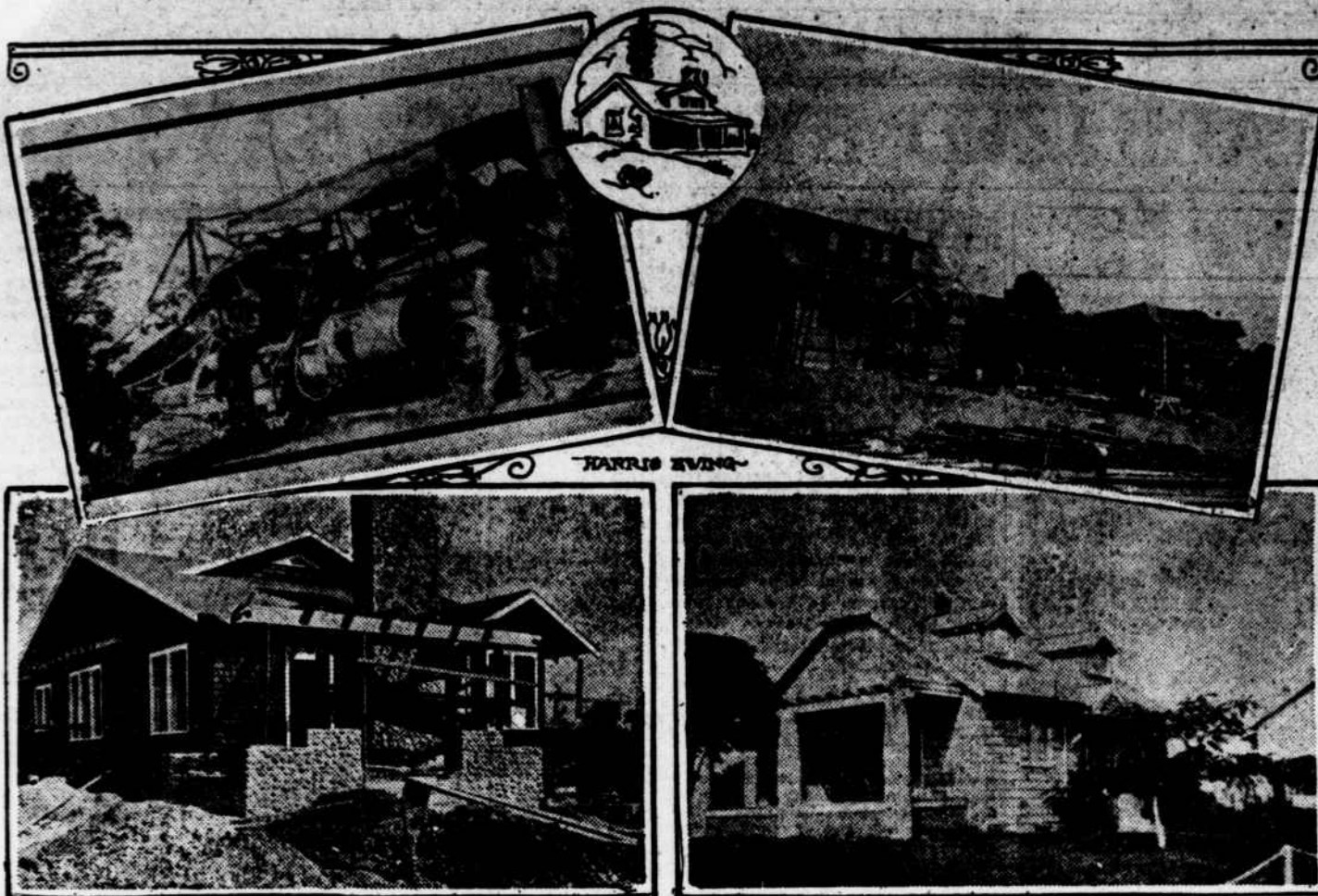
Helps All Business.

"It becomes, therefore, a matter of encouragement to all lines of business that the group of industries engaged in construction work is in such a promising condition. Although retarded by car shortages, freight embargoes and congestions, the industry has continued its pronounced activities during October. Total building operations for the month are estimated at \$300,000,000, or a total for the ten months period, January 1 to November 1, of approximately \$3,300,000,000. The tendency of general building costs during October was toward higher levels, and reports from all parts of the country show that we have been going through a period of steady and continuous advancement in construction expense. Wages generally have been advancing in the building trades. Relations between employers and employees are more amicable and there are fewer disturbances than has been the case for a long time past. The upward trend has been in keeping with the general tendencies in evidence in nearly all lines of industry since August 15.

Money Rates Firm.

"The market on first mortgage, long-term real estate bonds is firm at 6 and 6½ per cent, according to locality. In the East 6 per cent is the ruling rate, while in the West

Blair—A Bee Hive of Activity



Scenes taken in Blair, Washington's unique home colony. Showing the beautiful bungalows under construction and the gigantic ditch-digger that has plowed its way over that section, turning it into a beautiful home section. Note the attractiveness of the bungalow completed. Hopkins Land Company is the developer of this section.

LYON PARK SALES SWELL THIS FALL

Ruby Lee Minar, Agent, Reports Heavy Construction There.

Twenty-five contracting firms and individuals have been engaged this

cent half-billion dollar popular loan by our government which was put out on a noncallable basis for twenty-five years at 4½ per cent interest, a higher rate than any peace-time loan of the United States and but one-half of 1 per cent lower than any loan made by our government during the war period.

summer and fall in the erection of homes in Lyon Park, Va. Ruby Lee Minar, sales agent for the property, reported yesterday. Mrs. Minar said that the amount of building in Lyon Park in 1922 had been more than treble the amount in any other year in this locality. The amount of building for 1922 will be in the neighborhood of 100 houses, and as many as this have already been projected for the spring and summer of next year.

Among those who have purchased recently in Lyon Park with the intention of building are: Clement M. Johnston, Mrs. Clara E. Coker, Mrs. Mildred W. Syfrig, Mrs. Alice P. Hall, Arthur Stred, H. C. Davis, Walter G. Silcox, Earl M. Silvey, Mrs. Jane F. Dunham, John L. White, Miss Alice T. Donn and Mrs. Katharine S. Burger.

Sales in Lyon Park have averaged \$10,000 a week in October, the sales this fall having surpassed those earlier in the year by approximately \$10,000 a month. The new section 7 which has just been opened is selling rapidly. Nearly two solid blocks on Spruce street have been sold to purchasers, none of whom have paid less than half cash for their purchase and some of them all cash. The new section has proved particularly attractive because of its high elevation, being more than 350 feet above the business section of Washington. Lyon and Fitch, owners of the property, are developing this section along the same modern lines they have employed in the remainder of the subdivision. The property is first landscaped by a competent landscape architect with the aid of civil engineers. Concrete sidewalks are constructed, sewers laid and streets built. Electricity and gas are brought to the front of the lots. In making these improvements Lyon and Fitch have brought to a suburban community all of the conveniences that one gets in the city.

BLAIR, ONCE A VACANT FIELD, NOW A THRIVING HOME COLONY

Six Months Find Unprecedented Activity in This Unique Section.

"From a barren stretch of land to fifty acres of activity." This is the story of Blair, that thriving community of homes that six months ago was a vacant field. Since the development of the community, Hopkins Land Company, 612 International Building, has reported a regular "beehive" of activity at Blair. Roads have been under construction, bungalows have been built, lawns have been made, and preparations have been made for

the immediate installation of electric lights. Indicative of the rapid growth of the outlying sections, Blair is considered one of the most exclusive properties in the vicinity of Washington. Land there, however, regardless of the exclusiveness, is comparatively moderate. A choice location can be secured at 20 to 25 cents a square foot, payable at 10 per cent cash and 2 per cent monthly. Blair can best be reached by driving out Sixteenth street to Alaska avenue to Brookville pike, thence to Blair. It can also be reached by taking the Forest Glen car. Progress made by this section is considered phenomenal, according to realty experts. The transformation of the ground into a unique colony of homes bears all the earmarks of American ingenuity. Commendation is extended to Hopkins Land Company, for it is through such firms that Washington will reach greater heights in the making of a larger city of homes.

REALTOR PHILLIPS HAS ACTIVE WEEK

Operation of Fifty-two Well Constructed Homes Reported Sold.

The following transfers of real estate were made during the past week through the office of William S. Phillips, 1409 New York avenue northwest.

This office transferred three more of its houses on Madison street. This operation of fifty-two houses has now been completely sold out. Premises 808 Madison street was purchased by L. F. Robertson.

Premises 822 Madison street was purchased by H. E. Frank. Premises 824 Madison street was purchased by Charles D. McCarthy. These are tapestry brick homes containing six rooms and bath and having many attractive features.

Robert E. Whitehead purchased from Dr. O. R. Sudler the new tapestry brick house recently completed by Dr. Sudler at 5504 Eighth street, northwest. These houses contain six rooms and bath and have many attractive features.

Earl W. Whipple purchased the new house just completed by Walter Case at 719 Jefferson street northwest. This home contains seven rooms and bath with built-in tub and shower and has a built-in garage.

Herbert W. Ludwig purchased from D. L. Clewell, premises 4319 Eighth street northwest. This is a semi-detached home, containing six rooms, having deep lot with two car brick garage.

Charles E. Yetman purchased from this office the nine room and two bath brick residence at 3113 Eighteenth street northwest. Arthur Lewey also purchased from this office the new house at 1593 Ingleside terrace. This is a tapestry brick residence of six rooms and bath with built-in fixtures.

CITES ADVANTAGES OF MORTGAGES TO REALTY STUDENTS

Edmund D. Rheem Discloses Important Points On Loans.

In discussing the subject of mortgage loans before the real estate class at the Y. M. C. A. last week Edmund D. Rheem, prominent local realtor, emphasized the many advantages that mortgages offer the investor. Among the principal advantages the following were enumerated: safe margin of security; fixed income paid at regular intervals; payment of the principal sum or interest is not dependent upon the success or prosperity of an individual or business enterprise; period of investment is fixed for a definite time and is readily susceptible of reinvestment; the form is convenient to handle and frequently can be used as collateral.

Perhaps the greatest good that has come from the modern development of the mortgage business is the fact that it has made ownership possible to countless thousands of moderate means who otherwise would have been compelled to remain tenants. This phase of real estate work is the backbone of the development of communities and the extension of cities through encouraging home building. Through the specialized methods that have grown up in the mortgage loan field it has been possible to present to the small investor first mortgage investments in sums ranging from \$100 to almost any limited amount. In explaining the method used in creating these small investments Rheem stated that it simply consisted of a series of small denominations that in the aggregate represent the total sum of the mortgage loan. These notes, it was pointed out, are equal in security and surrounded with every precaution for the safety of the investing public. All of the notes are secured under one form of deed of trust, which runs in favor of two trustees who represent the interest of all the holders of the individual notes.

In explaining the procedure in handling a so-called building loan, Rheem pointed out that exactly these same measures are used in the preparation of papers, examination of title, and other details as are followed in mortgage loans on improved property, the distinction being that the funds do not become available to the borrower until the building operation progresses according to definite scales based on the character of the construction. The funds are disbursed to the borrower at different stages in the progress of the construction, sufficient always being withheld to complete the building should the borrower for any reason fail to do so. At the next session of the class the subject of real estate sales will be discussed by J. Dallas (Gandy) local realtor.

N. Y. Realtors Elect Officers

Charles G. Edwards Again Heads Metropolitan Board.

At the annual meeting of the Real Estate Board of New York held last week, Charles G. Edwards, J. Irving Walsh, Walter Stabler, and Irving S. Whiting were re-elected, each for a term of three years, to serve on the board of governors. Immediately after the meeting an organization meeting of the board of directors was held and the following officers were re-elected: Charles G. Edwards, president; Douglas L. Killman, vice-president; William H. Dolson, secretary, and J. Irving Walsh, treasurer. The officers will serve until the next annual election. Mr. Edwards and Mr. Dolson have each served one year as president and secretary respectively and Mr. Walsh three years as treasurer.

An election was also held for active associate governors to represent the sustaining, contributing, active associate and associate members of the board of governors. The following were re-elected to serve for three years: William C. Demorest, John M. Stoddard and Clarke G. Dailey.

"BLAIR" -- Prosperity's Starting Point!

A Look means a Lot

The wonderful growth of "BLAIR"—from a vacant field six months ago to the present magnificent home place—is the story of ACCOMPLISHMENT—not promises! The beautifully situated plot of over fifty acres contains two miles of well-paved streets on which signs of building activity are conspicuously noticeable everywhere. No other suburban residence section in the vicinity of the Nation's Capital has been developed with such speed and completeness. Cement sidewalks, curbs and gutters are being rapidly laid—the great ditch-digger of the Washington Suburban Sanitary Commission is hard at work on the installation of WATER and SEWERAGE.

Sixteen handsome homes now under construction—of varied types of architecture, mostly of the California and Colonial Bungalow type—many more being planned. Provision is also being made with the POTOMAC ELECTRIC POWER COMPANY to provide the streets and homes with immediate electric service.

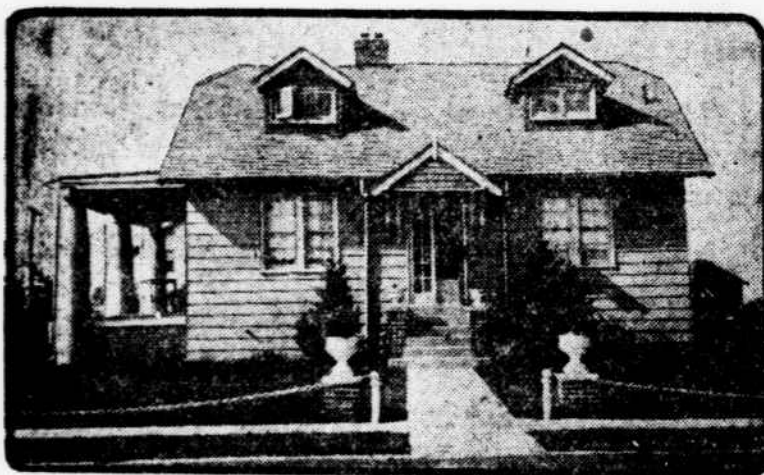
The streets will be soon in condition to be surfaced with Tarvia.

The extensive improvement work now drawing to an end, providing Blair with all necessary conveniences and complete street improvements, is certain to cause an unprecedented building boom in Blair, beginning in the early Spring. Now is the time to buy choice Lots. Don't wait until work is further advanced—until other improvements are made—and expect to buy at present prices. It won't be possible!

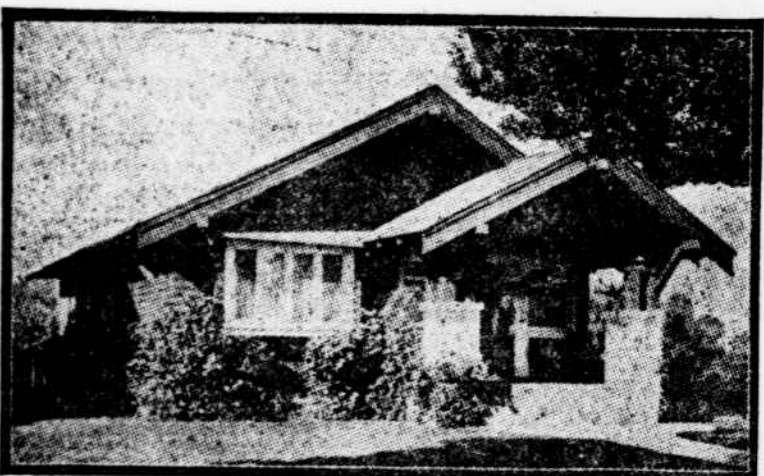
Buy now for home or investment and pave the way to future independence. See BLAIR today!

DRIVE OUT SIXTEENTH STREET TO ALASKA AVENUE, TO BROOKVILLE PIKE, TO BLAIR—OR TAKE FOREST GLEN CAR.

A Look means a Lot



"BLAIR" Home Nearing Completion



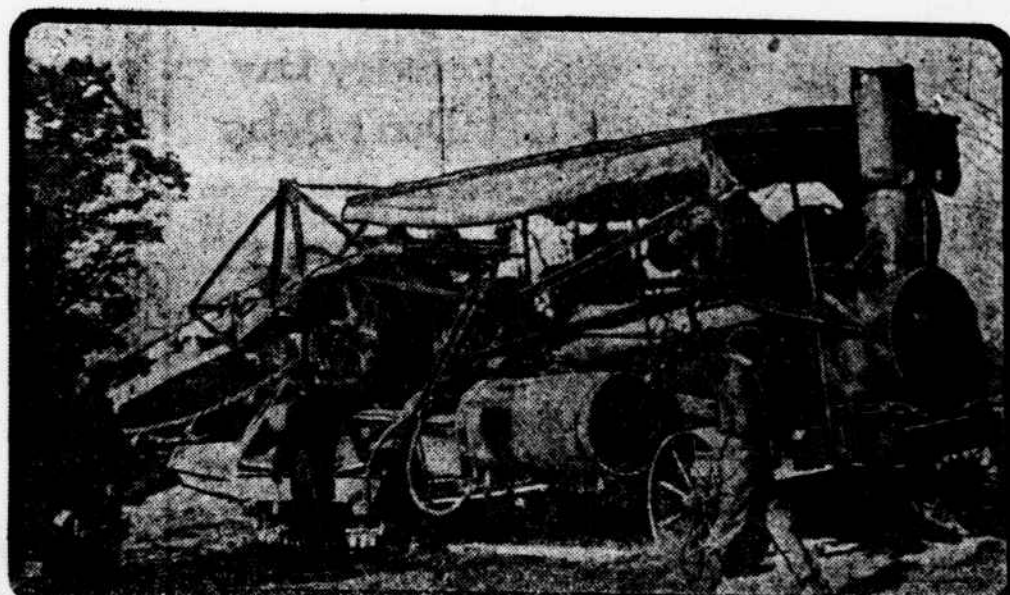
Bungalow Just Completed and for sale in BLAIR

BUY for Home or Investment NOW
20c to 25c Per Square Foot
10% Cash—2% Per Month

HOPKINS LAND COMPANY

Phone Main 2303

612 International Building



Ditch-Digging Machine at Work on Sewerage and Water Mains in "BLAIR"



One of the Attractive Four-Bedroom Bungalows Being Erected in "BLAIR"



Another Attractive "BLAIR" Bungalow in Course of Construction